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Massachusetts Small Business Development Center Network: Boston Regional Office and Minority Business Center

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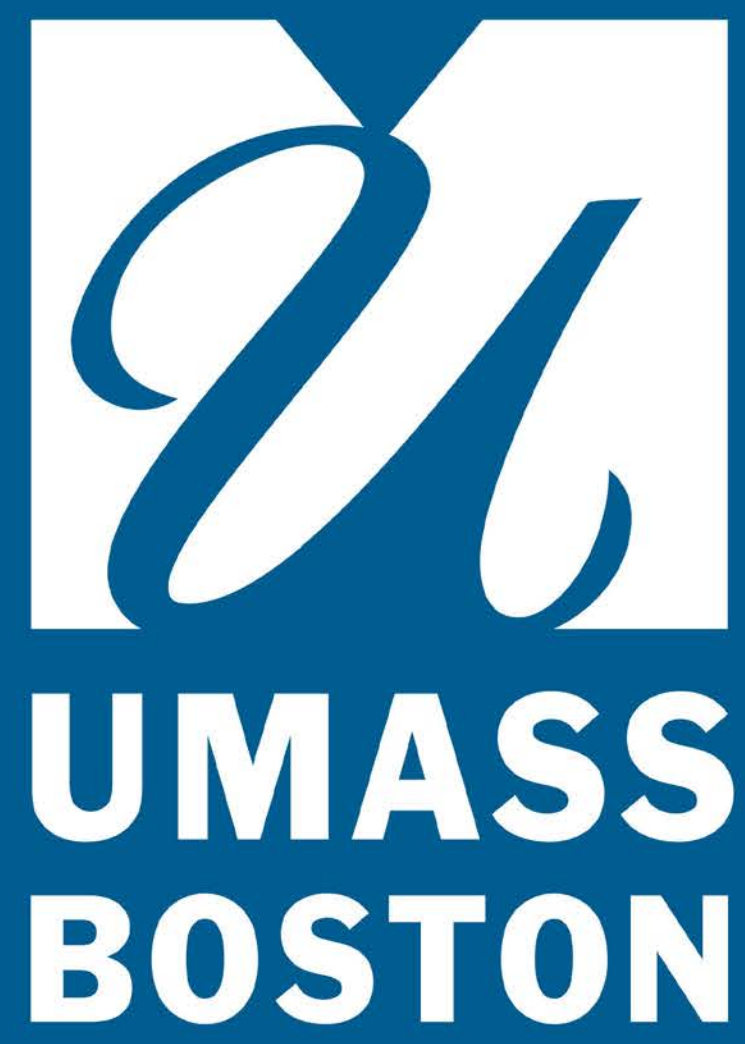
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Massachusetts Small Business Development Center Network

Boston Regional Office and Minority Business Center

About Us

Hosted by the College of Management, we are part of a statewide business assistance program providing **FREE one-on-one counsel to entrepreneurs**, seeking help with business growth, financing, loan assistance, strategic marketing and operational analysis. Our services are available to the public and members of the University of Massachusetts Boston community, including students, faculty, and staff. We also offer **workshops** on a variety of topics targeted to the needs of small business. **You can reach us at 617-287-7750 or via email at: sbdc@umb.edu.**

Impact

During **Federal FY13** our team:

- Provided **business advisory services to 470 clients** through **1,480 counseling hours**.
- Conducted **13 workshops for 368 attendees** in partnership with various orgs.
- Facilitated **13 deals totaling \$2.7M** in total capital.
- Facilitated **9 new business starts** and **126 jobs created/retained**.

In addition:

- **MassChallenge Cash Awards:** 5 clients in 4 years totaling in \$300K in prize money.
- Committed to **servicing diverse clients:**
47% Minority; 14% Hispanic; 43% Female; 3% Veterans; 35% In Business.

Collaboration

- **UMass Boston** - College of Management, Office of Government Affairs, Office of Community Relations, Office of Research and Sponsored Projects, Venture Development Center and the Entrepreneurship Center.
- **Key external relationships** - SBA, MA Office of Business Development and the City of Boston.
- **Minority enterprise** - Greater New England Minority Supplier Development Council and the Comm. of MA Supplier Diversity Office (SDO).
- **Economic development** - Local CDCs, incubators, business competitions and entrepreneurial training resources.
- **Funding** - Traditional and alternative lenders, public and quasi-public agencies, micro-lenders, venture capital and angel groups.

Mission

The MSBDC Network contributes to the entrepreneurial growth of small businesses throughout Massachusetts by providing high-quality, in-depth advising, training, and capital access.



Approach

Our network structure enables us to offer three integrated product lines: **Business Advisory Services, Government Contracting, and International Trade Assistance**. Services are delivered through a statewide network of skilled professionals (mostly former entrepreneurs) supported by a vast network of federal, state, educational and private sector partners. Services provided at UMass Boston and a network of 11 outreach sites: Chambers of Commerce (Arlington, Cambridge, Newton-Needham, Somerville, Quincy, Waltham-West Suburban), Bunker Hill Community College- Community Center for Entrepreneurship, Cambridge Innovation Center (C3, Venture Café, and District Hall) and the Harvard I-Lab.

References and Resources

- Center website- www.sbdc.umb.edu
- Fan page- www.facebook.com/SBDCBoston
- MSBDC State Office- www.msbd.org
- Small Business Administration- www.sba.gov
- Commonwealth of Mass- www.mass.gov

Partnerships

A partnership program with the **U.S. Small Business Administration** and the **MA Office of Business Development** under cooperative agreement SBAHQ-13-B-0005 through the **University of Massachusetts Amherst**, Isenberg School of Management.

